

610

EXHIBIT III
51846 7971

"WINNERS" III

REVISIONS

For 2nd Half Of 1992

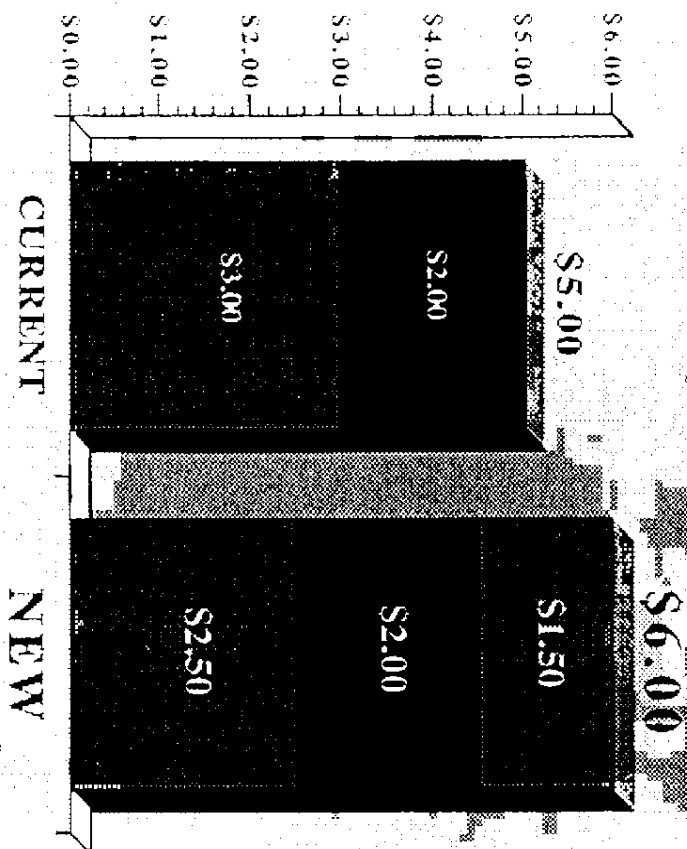
RJR
Reynolds
Tobacco Company

- ALL FORSYTH PRODUCTS WILL BE INCLUDED IN ALL ASPECTS OF WINNERS
- MAXIMUM PER CASE POTENTIAL INCREASED TO \$6.00

THE PARTNERSHIP THAT PAYS

Pfizer
Pfizer Company

WINNERS MAXIMUM PER CASE... PAYMENT COMPARISON



- TEAMWORK BONUS
- PROMOTION / DISTRIBUTION
- FINANCIAL

THE PARTNERSHIP THAT PAYS

RJR
Tobacco Company

"FINANCIAL"



• \$1.00 : MAINTAIN AVERAGE PAY DAYS AT 10 DAYS
OR LESS (Including Forsyth Tobacco Products)

- OR -

• \$2.50 : PARTICIPATE IN RJR'S ELECTRONIC FUNDS
TRANSFER (EFT) PROGRAM AT A MINIMUM RATE
OF 75% BASED ON DOLLAR AMOUNT OF
PURCHASES (Including Forsyth Tobacco Products)

THE PARTNERSHIP THAT PAYS



"TEAMWORK"

BONUS - \$1.50 per case

REQUIREMENTS:

- EARN THE \$2.50 per case FINANCIAL PAYMENT AND THE \$2.00 PROMOTION / DISTRIBUTION PAYMENT (Total \$4.50)
- PROVIDE RJR A FAIR OPPORTUNITY TO MEET COMPETITIVE PROGRAMS OFFERED BY OTHER CIGARETTE MANUFACTURERS TO YOU OR YOUR CUSTOMERS
- PROVIDE RJR PRODUCTS AN OPPORTUNITY FOR DISTRIBUTION TO YOUR CUSTOMERS THAT IS EQUIVALENT TO THE OPPORTUNITY PROVIDED TO COMPETING PRODUCTS
- PROMOTE AND ENCOURAGE THE SALE AND DISTRIBUTION OF RJR PRODUCTS AT LEAST TO THE SAME EXTENT YOU PROMOTE COMPETING PRODUCTS

THE PARTNERSHIP THAT PAYS



PROMOTION / DISTRIBUTION
\$2.00 per 12m case

ACCEPT RJR NEW BRAND STYLES / 6 MONTHS

AND

THE FOLLOWING 3 PERFORMANCE CRITERIA
AS DESIGNATED BY YOUR RJR REPRESENTATIVE

THE PARTNERSHIP THAT PAYS



PROMOTION / DISTRIBUTION

\$2.00 per 12m case

- GAIN RETAIL DISTRIBUTION OF DESIGNATED RJR BRAND(S). (New Brands - within Three Weeks from Introduction.)

THE PARTNERSHIP THAT PAYS



PROMOTION / DISTRIBUTION
\$2.00 per 12m case

**• HAVE PROCEDURES TO DELIVER RJR REQUESTED
PRE-BOOK ORDERS.**

THE PARTNERSHIP THAT PAYS



PROMOTION / DISTRIBUTION

\$2.00 per 12m case

• PROVIDE YOUR SALES FIGURES (RJR and Competitive) TO YOUR RETAIL CUSTOMERS AS DESIGNATED BY YOUR RJR REPRESENTATIVE.

THE PARTNERSHIP THAT PAYS



PROMOTION / DISTRIBUTION

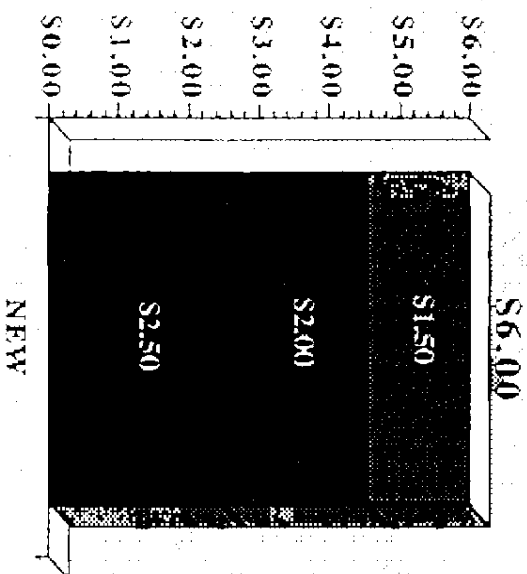
\$2.00 per 12m case

- ASSIST RJR TO SOLVE PROBLEMS (Out-of-Stock, Distribution, Merchandising/Display, etc.) WITH RETAIL STORES YOU SERVICE AS DESIGNATED BY YOUR RJR REPRESENTATIVE.

THE PARTNERSHIP THAT PAYS

RJR Reynolds
Tobacco Company

REAL ATTAINABLE \$'S FROM RJR



- TEAMWORK BONUS
- PROMOTION / DISTRIBUTION
- FINANCIAL

THE PARTNERSHIP THAT PAYS

WINNERS III



1st HALF 1992 PROJECTED EARNINGS
ACCOUNT NAME: _____

• FIRST HALF 1992 CASES PURCHASED (Excluding Forsyth Tobacco Products)

PROMOTION / DISTRIBUTION: _____ CASES X \$2.00 = \$ _____
FINANCIAL : _____ CASES X \$ _____ = \$ _____

TOTAL \$ _____

THE PARTNERSHIP THAT PAYS

WINNERS III

R.R. Reynolds
Tobacco Company

2nd HALF 1992 EARNINGS POTENTIAL
ACCOUNT NAME: _____

PROMOTION / DISTRIBUTION (Applies to Ship-to Locations)

(1st Half - Incl. Forsyth)

LOCATION	QUALITIES	PERFORMANCE	CASES PURCHASED	PAYMENT
_____	YES	YES	_____	X \$2.00 \$ _____
_____	YES	YES	_____	X \$2.00 \$ _____

TOTAL PROMOTION / DISTRIBUTION PAYMENT \$ _____

FINANCIAL (Applies to Paying Office)

PAYMENT OPTIONS:

10 DAYS: \$1.00 X _____ CASES - \$ _____

OR

75¢ EFT: \$2.50 X _____ CASES - \$ _____

TOTAL FINANCIAL PAYMENT \$ _____

TEAMWORK BONUS

1st Half 1992 CASES PURCHASED _____ X \$1.50 =

\$ _____

2nd HALF 1992 WINNERS EARNINGS POTENTIAL = \$ _____

THE PARTNERSHIP THAT PAYS



WINNERS III

2nd HALF 1992

POTENTIAL EARNINGS INCREASE

+ _____ %

THE PARTNERSHIP THAT PAYS